



MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

Nashville

In Nashville, 1 in 4 Listings Didn't Sell Last Year

Nashville homes that sold typically took 47 days and closed at 98.2% of the first asking price. But 37 listings out of 157 didn't sell at all, and homes priced right from the start moved in 22 days while ones that needed price cuts sat for 93 days before selling.



15 sold

out of every 20 listed



5 didn't

expired, withdrawn or canceled

157

homes finished on the market

120

sold

37 (24%)

didn't sell

47

median days to sell from the first day listed

98.2%

sold vs. first asking price

\$322,500

median sold price

Which pile do you want to be in?

Solid houses sold. Outlined houses expired, were withdrawn or were canceled.

What waiting costs

A typical \$322,500 home, per month

Mortgage (principal + interest)	\$1,722
Property taxes	\$169
Homeowners insurance	\$250
Upkeep	\$269
Utilities	\$250
Total	\$2,660

About \$2,660 every month the home sits.

Listings that didn't sell stayed on the market a median of 84 days — roughly \$7,300 in holding costs, and the home still didn't sell.

An example, not a quote: 20% down, 30-year fixed at 7.03% (Freddie Mac average, 2026-09-24); Nash County rate 0.63 per \$100 (NC Department of Revenue, 2025-26 county rates); town taxes add more inside town limits; insurance, upkeep (1% of value a year) and utilities are typical estimates. If your home is paid off, the mortgage line drops out — the rest still adds up.

Priced right from day one vs. chasing the market

22

median days to sell when priced right
74 homes that sold at 97%+ of first asking

93

median days when price cuts were needed
46 homes · sold for 92.6% of first asking



What this means if you're selling

- Price it right from day one. Homes priced right sold in 22 days. Homes that needed cuts sat 93 days first.
- Under \$300K listings struggled most, with a 27% didn't-sell rate. The \$400-500K range did best at 11%.
- Waiting has a cost. An unsold home in this price range runs about \$7,300 in estimated carrying costs while it sits.
- 1 in 4 contracts fell apart before closing. Most often that's inspection, appraisal or financing issues. Homes that later sold anyway took 114 days and closed at 97.1% of asking.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Under \$300K	66	48	27%	16	98.1%
\$300-400K	52	41	21%	75	98.7%
\$400-500K	27	24	11%	123	98.8%
\$500-750K	11	6	46%	54	93.6%

When contracts fall apart

24%

of contracts fell apart before closing
38 of about 158

58%

of those homes later sold

40%

never sold

97.1%

sold vs. first ask after a fall-through
vs. 98.8% on the first contract

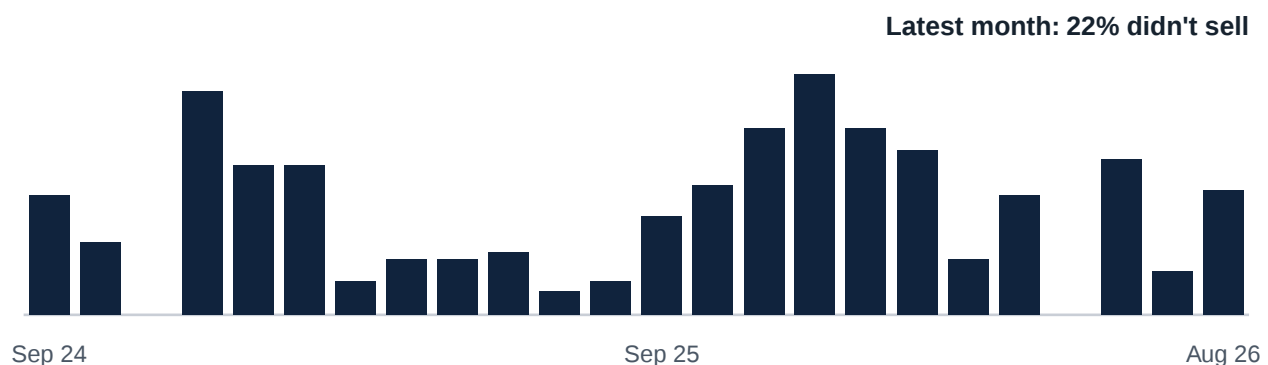
114

median days to sell after a fall-through
vs. 31 on the first contract

The MLS doesn't record why a contract ends. In our experience the most common reasons are home inspection findings, appraisals that come in below the price, and buyer financing — which is why preparing the home and pricing it to appraise matter before it goes on the market.

How buyers paid on closed sales: conventional loans 44% · cash 13% · VA 16% · FHA 24% · other 3%.

Share of listings that didn't sell, by month



What this means if you're buying

- Most sellers aren't getting full price. 64% of homes sold below the first asking price, with typical sales landing at 98.2% of ask.
- Homes that sit on the market longer, like the 37 that never sold, sat a median of 84 days first. That's room to negotiate.
- Financing varies. 44% of buyers used conventional loans, 24% FHA, 16% VA, and 13% paid cash.



Did you know?

- A listing that fell out of contract and later sold again took 114 days total, versus 31 days for homes that sold on the first contract.
- At the median price of \$322,500 with a 7.03% mortgage rate, estimated monthly carrying cost runs about \$2,660.
- The didn't-sell rate jumped from 14% the year before to 24% this year.

Want this for your street?

Every home is different. Buddy Blake will walk you through the numbers for your neighborhood and your price range — no pressure. Call or text (910) 395-1000, or visit buddyblake.ai.

How these numbers are counted

Homes only (single-family, townhomes and condos) in the last 12 months. "Didn't sell" means the listing expired, was withdrawn or was canceled; some owners take a home off the market for reasons that have nothing to do with the market. Days to sell count from the first day a home was listed, including relistings. "First asking" is the first list price. Contract fall-throughs are listings that came back on the market after going under contract. Source: Hive MLS data, compiled by the Buddy Blake Team. Information deemed reliable but not guaranteed.